Message Text

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PAGE 01 STATE 198651

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E.O. 11652: N/A TAGS: BEXP, KS

SUBJ: FY-1974 COMMERCIAL OBJECTIVES

REFS: A) STATE 128397; B) SEOUL 4639; C) SEOUL 5110;

D) SEOULD 5613

- 1. APPRECIATE POST'S EFFORTS IN REPLY TO REF A. AGREE THAT FIVE OBJECTIVES SET FORTH IN REF B REPRESENT AREAS OF SPECIAL CONCERN TO U.S. IN FY 1974 AND ENCOURAGE EMBASSY TO WORK FOR THEIR ACHIEVEMENT. ACTIONS SUGGESTED TO MEET OBJECTIVES ARE IN MOST CASES APPROPRIATE AND APPEAR TO COVER POSSIBLE ALTERNATIVES. WASHINGTON COMMENTS ON THE OBJECTIVES AND ACTIONS FOLLOW.
- 2. OBJECTIVE ONE RECOGNIZE THAT POST HAS ALREADY SUCCESSFULLY TAKEN SOME OF THE SUGGESTED ACTIONS SUCH AS IDENTIFYING SEVEN KOREAN PURCHASERS OF TEXTILE MACHINERY WHO HAVE AGREED TO ATTEND GREENVILLE, SOUTH CAROLINA EXHIBIT IN OCTOBER DESCRIBED REF C. COMMERCE WILL MAKE SURE APPROPRIATE ARRANGEMENTS ARE MADE FOR THESE VISITORS TO GREENVILLE. CATALOG SHOW IS A REALITY UNCLASSIFIED

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9/17-21. SUGGEST CONSIDERATION OF BETWEEN SHOW PROMOTIONS

(BSP) FOLLOWING OPENING OF TC TO ACCOMPLISH AGENT EXHIBITS MENTIONED IN ACTION 4.

- 3. OBJECTIVE TWO JEEP SCHEDULED OPEN TRADE CENTER AND TRADE MISSION ON VARIOUS ASPECTS OF SHIPBOARD EQUIPMENT WILL ACCOMPLISH ACTION ONE AND IN PROCESS OF ARRANGING THESE EVENTS COMMERCE'S ROLE IN ACTION TWO CAN BE CARRIED OUT.
- 4. OBJECTIVE THREE, ACTION ONE AS EMBASSY MAY KNOW, COMMERCE UNABLE PROVIDE EVENTS IN FY 1974 FOR THE TRADE CENTER IN ADDITION ALREADY SCHEDULED JEEP AND TRADE MISSION IN VIEW SHORT TIME LEFT FROM MARCH TO JUNE AND LIMITED RESOURCES FOR FY 1974 PROGRAM. INDUSTRIAL HEATING & COOLING AND METALWORKING EQUIPMENT MISSION TENTATIVELY SCHEDULED FOR FY 1975 WILL COVER TWO PRODUCT GROUPS SUGGESTED BY EMBASSY. EMBASSY IN ITS PLANNING FOR TRADE CENTER EVENTS CAN HOPEFULLY COVER REMAINING TWO PRODUCT CATEGORIES THROUGH LOCAL RESOURCES, E.G., BSP'S.
- 5. OBJECTIVE FOUR RECOGNIZE EMBASSY SUCCESS IN ATTAINING ACTION ONE AS DESCRIBED REF D.
- 6. OBJECTIVE FIVE EMBASSY WORK TO DEVISE SATISFACTORY COMPOSITION AND SHOPPING LIST FOR PURCHASING MISSION GREATLY APPRECIATED. WE ENCOURAGE POST TO CONTINUE WITH OTHER SUGGESTED ACTIONS WHILE NOTING THAT ATTAINMENT IN FY 1974 MAY BE DIFFICULT.
- 7. AGREE WITH ACTIONS SUGGESTED FOR BETTER RESOURCE ALLOCATION. RUSH

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